



# Great Plains Regional Medical Command



MEDCOM  
Alternative Sourcing Conference  
6-8 Jan 2004



# GPRMC Area of Responsibility

## Beneficiaries

- Eligible Population - 639,048
- Tricare Prime Enrolled - 391,690

## Daily:

- Out Patient Visits - 15,829
- Same Day Surgeries - 74
- Admissions - 146

## Units Supported

- 4 Divisions
- 12 Separate Brigades
- 2 Armored Cavalry Regiments

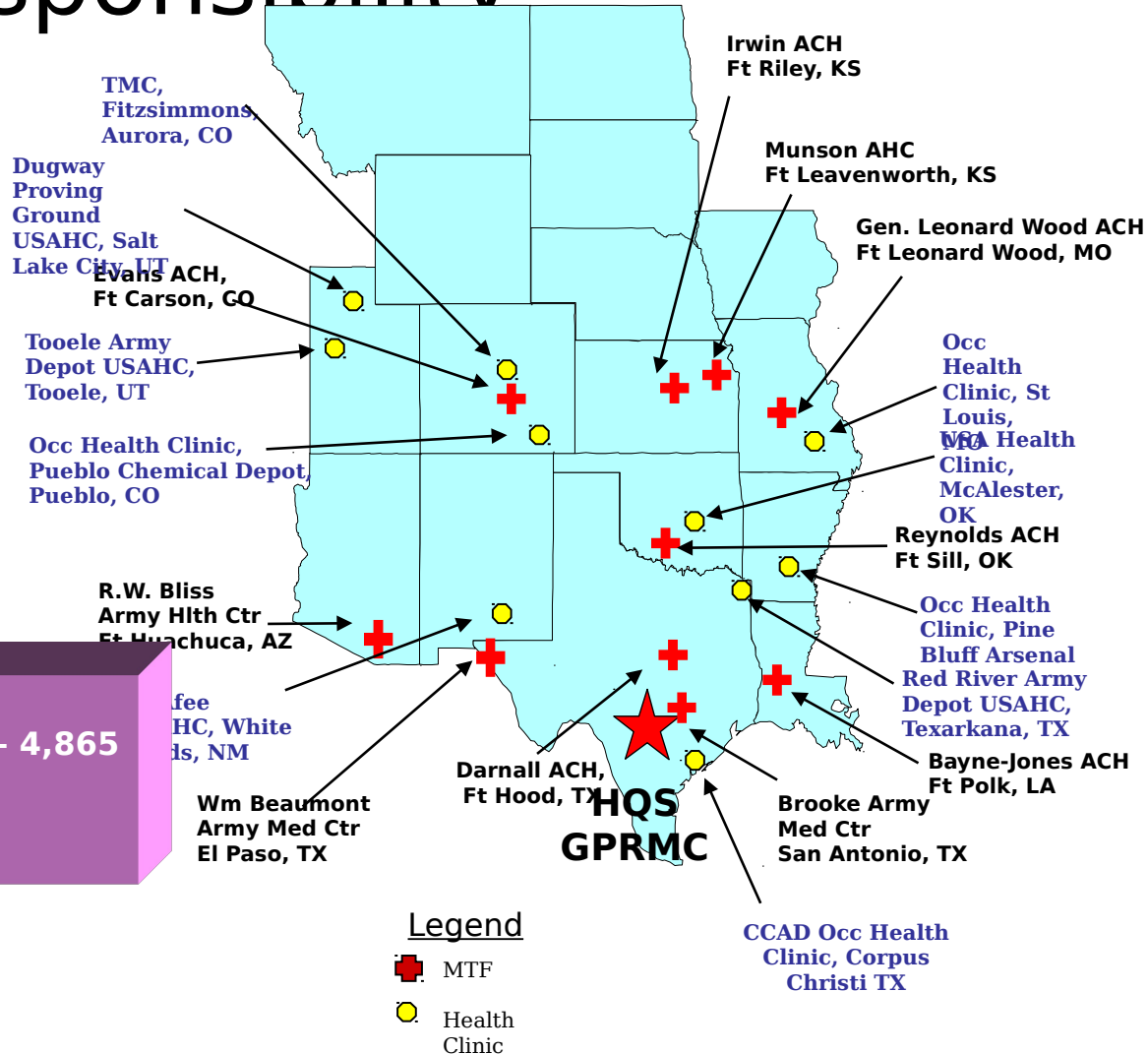
## Annual Budget

- 822 Million

## Personnel Stats:

- Active Duty Assigned - 4,865
- Civilians - 3,524
- Contract - 2,870
- Volunteers - 456

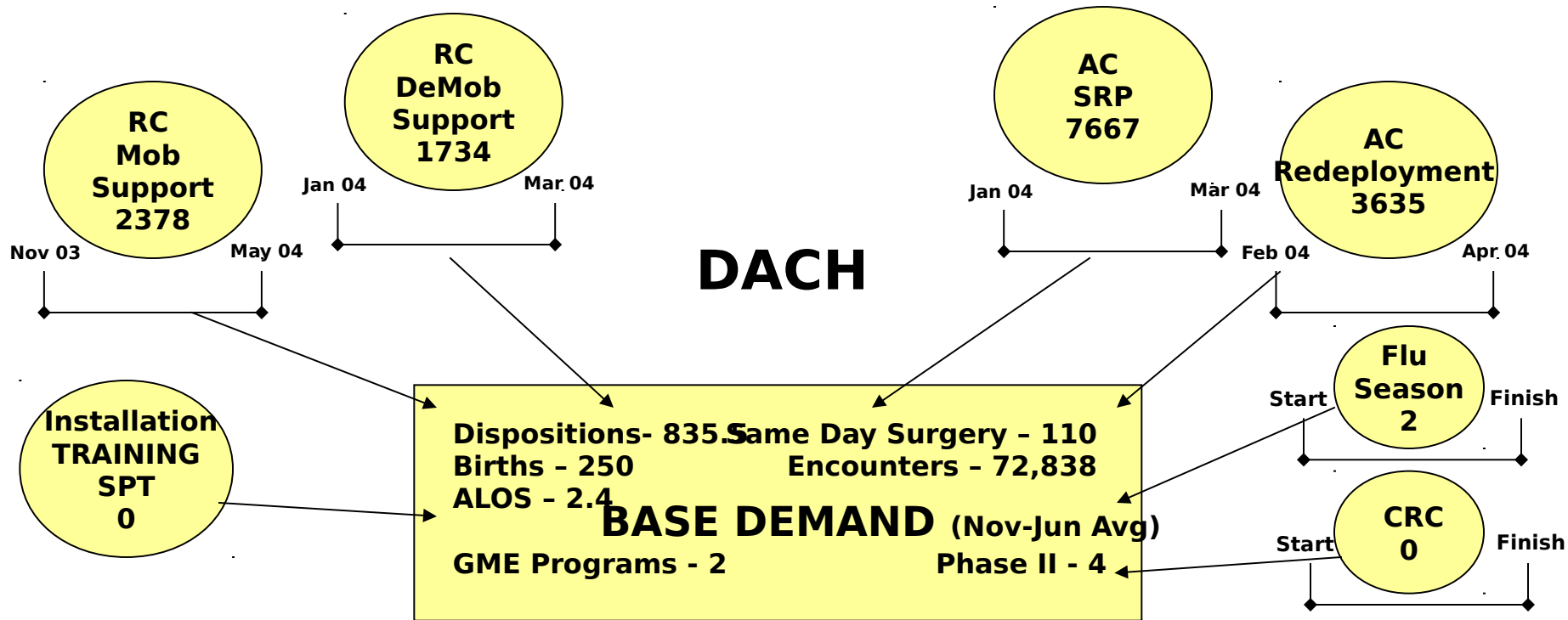
**Graduate Medical Education  
Percent of Army  
Residency Programs: 46%**



# Steps to Alternative Sourcing

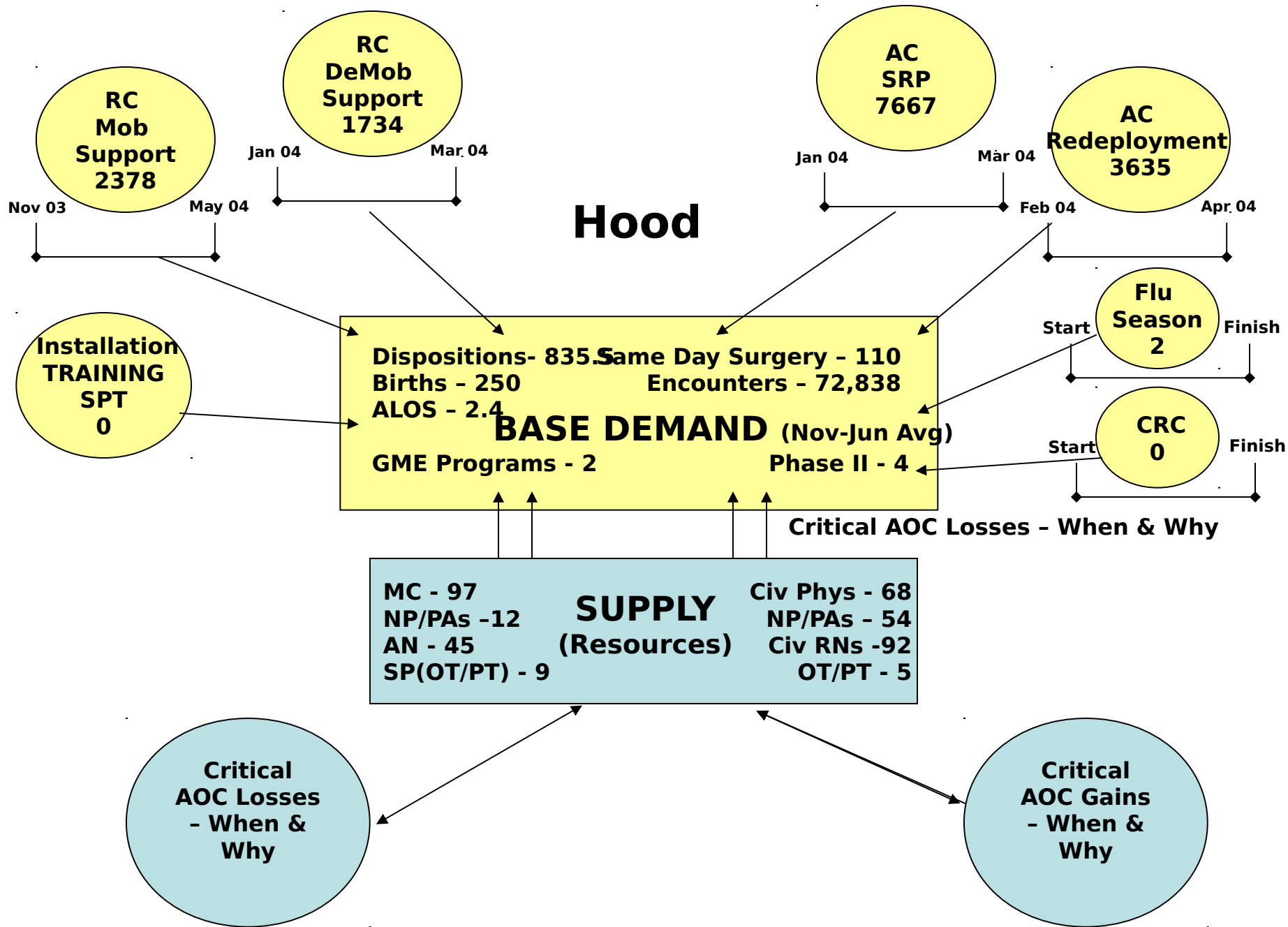
## Front load for Success!

1. Understand the Demand/Requirements



# Steps to Alternative Sourcing

1. Understand the Demand/Mission Requirements
2. Get your Fingers on the Supply



# DACH

| 31 <sup>ST</sup> CSH<br>MTF | 1 <sup>ST</sup> CD | '05 ODP | '05 ODP | GAINS                                   | CONTRACTS |
|-----------------------------|--------------------|---------|---------|---|-----------|
| LOSSES<br>REQUIREMENTS      | LOSSES             | LOSSES  | GAINS   | 21 <sup>ST</sup> CSH/4 <sup>TH</sup> ID |           |
| 1 60J                       | 1 60J              | 1 60F   | 1 61H   | 2 60J                                   | 5 MPA     |
| 1 60L                       | 1 60L              | 1 60T   | 1 61U   | 1 60K                                   | 2 60P     |
| 2 60P                       | 2 60P              | 1 61R   | 1 61J   | 1 60N                                   | 1 62A     |
| 1 60V                       | 1 60V              |         |         | 1 60P                                   | 3 61F     |
| 1 61F                       | 1 61F              |         |         | 1 60U                                   | 1 65B     |
| 1 61H                       | 1 61H              |         |         | 1 60W                                   | 2 66F     |
| 3 62A                       | 3 62A              |         |         | 3 61F                                   |           |
|                             |                    |         | 4 61H   |   |           |
|                             |                    |         | 3 61J   |   |           |

# Steps to Alternative Sourcing

1. Understand the Demand/Mission Requirements
2. Get your Fingers on the Supply
3. Identify & Prioritize Requirements



# Hood

## Critical AOC Losses - When & Why

|   |  |  |
|---|--|--|
| <b>11/03 -</b><br><b>60J (1) ETS</b><br><b>61H (1) ETS</b><br><b>61H (1) Dep 180</b><br><b>days</b><br><b>61M (1) Dep 90</b><br><b>days</b><br><b>61N (1) Dep 180</b><br><b>days</b><br><b>62A (1) Dep -</b><br><b>JSOC</b>   | <b>02/04</b><br><b>63B (1)</b><br><b>Retirement</b><br><b>61H (2) REFRAD</b><br><b>60F (1) Dep 90</b><br><b>days</b><br><b>61H (1) Preg 42</b><br><b>days</b><br><b>60J (1) Dep 365</b><br><b>days</b> | <b>05/04</b><br><b>60J (2) ETS</b><br><b>61M (1) ETS</b><br><b>61H (2) ETS</b><br><b>60K (1) ETS</b><br><b>60U (1) ETS</b> |
| <b>12/03 -</b><br><b>62B (2) REFRAD</b><br><b>61F (1) Dep 365</b><br><b>days</b><br><b>60L (1) Dep 365</b><br><b>days</b><br><b>60V (1) Dep 365</b><br><b>days</b><br><b>60J (1) Dep 365</b><br><b>days</b><br><b>60K (1) Dep 365</b><br><b>days</b><br><b>61H (1) Dep 365</b><br><b>days</b><br><b>60P (2) Dep 365</b><br><b>days</b><br><b>62A (2) Dep 365</b><br><b>days</b> | <b>03/04</b><br><b>61F (1) Adv Crs</b><br><b>60G (1) Adv Crs</b><br><b>60A (1)</b><br><b>Retirement</b>  |  |
| <b>01/04 -</b><br><b>60P (2) Adv Crs</b>  | <b>04/04</b> <b>None</b>   |  |

## Critical AOC Gains When & Why

|                               |  |
|-------------------------------|--|
| <b>11/03 -</b><br><b>days</b> | <b>61H (2) 90</b><br><b>60K (1)</b>  |
| <b>12/03 -</b>                | <b>60W (1)</b>   |
| <b>01/04 -</b>                | <b>61H (1)</b>   |
| <b>02/04 -</b>                | <b>61N (1)</b>   |
| <b>03/04 -</b>                | <b>60P (2)</b>   |
| <b>04/04</b>                  | <b>None</b>  |
| <b>05/04</b>                  | <b>60K (1)</b><br><b>61F (3)</b><br><b>60J (1)</b><br><b>62A (3)</b><br><b>61M (1)</b><br><b>61J (1)</b><br><b>60N (1)</b><br><b>61M (1)</b><br><b>60P (1)</b><br><b>61F (1)</b><br><b>60G (1)</b><br><b>61H (3)</b><br><b>60U (1)</b><br><b>60W (1)</b> |

# Steps to Alternative Sourcing

1. Understand the Demand/Mission Requirements
2. Get your Fingers on the Supply
3. Identify & Prioritize Requirements
4. Match Requirements with the Best Vehicle

**Contracted GWOT Backfill**  
**Darnall Army Community Hospital, Fort Hood, TX**

|     |             | OIF 1      |               | OIF 2         |             |              |                    |                |             | Total | New Mission | Contracts |       |
|-----|-------------|------------|---------------|---------------|-------------|--------------|--------------------|----------------|-------------|-------|-------------|-----------|-------|
|     |             | 4ID Losses | 21 CSH Losses | 31 CSH Losses | 1CAV Losses | Other PROFIS | MHO/ADME Shortages | Reserve Losses | IMSU Losses |       |             | OIF 1     | OIF 2 |
| 60J | Ob/Gyn      | 1          |               |               | 1           |              |                    |                |             | 2     |             | 2         | 1     |
| 60K | Urol        |            | 1             |               |             |              |                    |                |             | 1     |             | 0         | 0     |
| 60L | Derm        |            |               |               | 1           |              |                    |                |             | 1     |             | 0         | 1     |
| 60M | Aller       |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 60N | Anes        |            | 1             |               |             |              |                    |                |             | 1     |             |           |       |
| 60P | Ped         | 2          |               |               | 2           | 1            |                    |                |             | 5     |             | 2         | 3     |
| 60Q | Ped Card    |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 60R | Child Neuro |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 60S | Ophthal     |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 60T | ENT         |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 60U | Child Psyc  | 1          |               |               |             |              |                    |                |             | 1     |             |           |       |
| 60V | Neuro       |            |               |               | 1           |              |                    |                |             | 1     |             | 0         | 1     |
| 60W | Psych       |            | 1             |               |             |              |                    | 1              |             |       |             | 0         | 1     |
| 61A | Nephrol     |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61B | Med Oncol   |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61C | Endo        |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61D | Rheum       |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61E | CI Pharm    |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61F | Internist   | 2          | 1             |               | 1           |              |                    |                |             | 4     | 3           | 4         | 4     |
| 61G | Inf Dis     |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61H | Fam Pract   | 3          | 2             |               | 1           |              | 1                  |                |             | 7     | 5           | 4         | 12    |
| 61J | Gen Surg    |            | 1             |               |             |              |                    |                |             | 1     |             |           |       |
| 61K | Thor Surg   |            |               |               |             |              |                    |                |             | 0     |             |           |       |
| 61L | Plas Surg   |            |               |               |             |              |                    |                |             | 0     |             |           |       |

LauerC:  
3=Sep03 - Mar04  
LauerC:  
1=Jan - Sep03  
2=Sep03 - Mar04

LauerC:  
1=Apr04 - Mar 05  
LauerC:  
1=Apr04 - Mar 05

LauerC:  
changes to Urol DA  
LauerC:  
1=Jan04 - Mar05

LauerC:  
2 = Apr03 - Mar04  
Contract ends M

LauerC:  
New Contract eff Jan04  
1 = Jan - Mar05 (in addition to 2 FTEs under previous contract)  
3 total = Apr04 - Mar05

LauerC:  
1 = Jan04 = Mar05

LauerC:  
Jan - Mar04

LauerC:  
1 = Jan - Jun04 (Reservist leaves Jan04 and deployed provider returns Jun04)

LauerC:  
3 Consult initiative  
LauerC:  
5 = SRP backfill

LauerC:  
4 = Apr03 - Mar04  
Contract ends M

LauerC:  
4=Feb - Sep03

LauerC:  
New Contract w/new vendor  
1 = IP = Apr04 - Mar05 (retains 1 of 4 providers ends in Mar04)  
LauerC:  
New contractor  
4 = Oct - Dec03  
12 = Jan - May04  
2 = Jun04 - Mar05

|    |           |                           | FORT HOOD         |        |        |               |              |       |              |     |                             |
|----|-----------|---------------------------|-------------------|--------|--------|---------------|--------------|-------|--------------|-----|-----------------------------|
|    |           |                           | GWOT REQUIREMENTS |        |        |               |              |       |              |     |                             |
| P  | PR#       | DESCRIPTION               | TYPE              | IN     | AWARD  | AWARD#        | \$ BASE      | BUYER | PROJ<br>DATE | ACT | COMMENTS                    |
| 13 |           | Physical Therapist - 2    | MOD               | 17-Nov | 12-Dec | 02-D-002202   | \$152,250.00 | MC    | 12-Jan       |     |                             |
| 12 |           | RN-Case Mgrs - 2          | MOD               | 13-Nov | 17-Dec | 03-D-0007yy03 | \$102,870.00 | MC    | 20-Jan       |     |                             |
| 8  | 3322-5700 | Pediatric Hospitalist - 2 | IDIQ              | 19-Nov |        |               |              | NA    |              |     | Eval Proposals              |
| 18 | 3256-5700 | CRNA- 2                   | IDIQ              | 1-Oct  | 9-Dec  | 02-D-0033YY57 | \$329,784.00 | MC    | 5-Jan        |     |                             |
| 9  | 3321-5700 | ER Physician - 1          | IMAP              | 21-Nov |        |               |              | MC    |              |     | Est Award 1/8               |
| 10 |           | Outpatient Int Phys - 1   | MOD               | 17-Nov |        |               |              | MC    |              |     | Need site approval on \$    |
| 11 |           | Inpatient Int Phys - 2    | MOD               | 18-Nov |        |               |              | MC    |              |     | Need site approval on \$    |
|    |           | Med Processing Asst - 4   | 8a                | 2-Dec  | 10-Dec | 04-D-00010006 | \$122,296    | GM    | **           |     | **Site didn't provide names |
| 15 | 3325-5700 | Phys Eval Liason - 1      | MOD               | 2-Dec  |        |               |              | VG    |              |     | Preparing RFQ               |
| 14 | 3325-5703 | Fam Nurse Prac - 2        | MOD               | 26-Nov |        |               |              | MC    |              |     | Negotiating Price           |
| 16 | 3325-5704 | OR Tech - 1               | MOD               | 9-Dec  | 12-Dec | 03D0008YY02   | \$87,705     | MC    |              |     |                             |
|    |           | PAs - 2                   | MOD               | 3-Dec  | ***    | ***           | ***          | MC    | ***          | *** | Disapproved 12/18 - GP      |
|    |           | PAs - 2 - SRP- 4          | MOD               | 3-Dec  | ***    | ***           | ***          | MC    | ***          | *** | Disapproved 12/18 - GP      |
| 2  |           | PAs - 3 - DEM - 3         | MOD               | 3-Dec  |        |               |              | MC    |              |     | Site revising SOW           |
| 7  |           | CRNAs - 8                 | MOD               | 11-Dec |        |               |              | MC    |              |     | Travel issue/est mod 1/7    |
| 17 |           | RN-OR - 3                 | MOD               | 11-Dec | 17-Dec | 03-D-0007yy03 | \$169,110    | MC    | 20-Jan       |     |                             |
| 4  | 3337-5702 | Ortho Surgeon             | BPA               | 12-Dec |        |               |              | RT    |              |     | 4 months/closws 1/21        |
| 3  | 3337-5700 | Psychiatrist - 1          | IMAP              | 12-Dec |        |               |              | RT    |              |     | RFQ closes 1/21             |
| 5  | 3365-5701 | Neurologist -2            | IMAP              | 12-Dec |        |               |              | RT    |              |     | RFQ closes 1/21             |
| 6  | 3336-5701 | Urologist - 1             | IMAP              | 12-Dec |        |               |              | RT    |              |     | 6 months / closes 1/21      |
|    | 3325-5701 | GMO - 6                   | IDIQ              | 12-Dec | ***    | ***           | ***          | RT    | ***          | *** | Disapproved 12/18 - GP      |
| 1  |           | Fam Prac Phys - 7         | MOD               | 13-Nov |        |               |              | NA    |              |     | Approved 12/18              |